

# SBA Connections

News from the Connecticut District Office

September, 2004

**Kenneth A. Silvia, District Director**

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**All of the SBA's programs and services are provided to the Public on a nondiscriminatory**

## Lending News

**Greta Johansson, Deputy District Director**

Hello, partners. The days are counting down until September 30, our fiscal year end. As of September 10, we have exceeded all our goals for the year with the exception of 7(a) loans. That means we made the 504 goal, our counseling and training goals, and our Government Contracting-related goals. We are still running a bit ahead of last year on 7(a) loans, but we did lose some ground this summer. How can we help you? Please don't hesitate to call, and don't hesitate to send us your loan packages.

Most of you already know that Bill Wallace took a position with the Department of Agriculture and is

currently in the process of moving to the DC area. Fortunately for us, our 504 loan processing was recently centralized in Sacramento, making it a little bit easier to adapt to this change. We wish Bill well in his next chapter.

Let's see what we can do between now and September 30 – particularly on any SBAExpress loans over \$250,000, as we will not be able to do those on October 1. Load up the PLP and LowDoc centers, and send your 7(a) and CLP packages to us, to the attention of P. Edgardo Tarrats. We will get them processed! Keep this web site handy: <http://www.sba.gov/banking/enhance.html#sbaexpress>

Thanks, and good job everyone!

## Coming October 6<sup>th</sup>!

**2<sup>nd</sup> Annual SBA 504 Lenders and Brokers Forum** - *Using the SBA 504 Loan Program to Generate Fee Income and Increase Market Share*

**Also: Presentation of SBA's Annual Lender Achievement Awards for FY 04**

Where: Radisson Hotel & Conference Center  
Cromwell, Connecticut

Time: 7:30a - Registration & Continental  
Breakfast – 10:30a Adjournment

For information or to register call (860) 677-1004, fax (860) 677-1047 or email

[Kellogg@commercialloanpartners.com](mailto:Kellogg@commercialloanpartners.com)



## Get to Know Your Connecticut District Office Staff

### *Lisa Powell*

Paralegal



Lisa Powell has been the paralegal for the Connecticut District Office for the past 6 years. Prior to coming to the SBA, she was employed for 6 years with the Federal Deposit Insurance

Corporation's Legal Division when the FDIC had an office in East Hartford, CT. The Legal Division for the FDIC participated in bank closings and took over the litigation cases that the assuming bank did not want from the former bank.

Before starting with the FDIC, she worked for three years in the private sector as a legal secretary for law firms in Meriden and Hartford, Connecticut, which specialized in family law, lender liability, criminal law, collections and bankruptcies. Lisa came to the SBA with and extensive legal background.

She has been a resident of Connecticut all of her life and has resided in Windsor, Connecticut for the past 10 years. Her husband Maurice was born in Jamaica, West Indies. He moved to the United States over 20 years ago. Maurice has been working for the Department of Transportation at Bradley International Airport for the past 16 years. Lisa and Maurice will be celebrating their 10 year anniversary this month. Their daughter Rose just entered the 4<sup>th</sup> grade and is starting her third season on a girls travel soccer team for the town of Windsor. Her team's name is the Windsor Warriors and they were league champions two seasons in a row. As a result, their team has been moved up to the "A" division, the highest division they can play in. They kick off their season with a tournament in Manchester, Connecticut September 11<sup>th</sup> and 12<sup>th</sup>. When she isn't playing soccer outside in the fall and spring seasons, she plays indoor soccer during the winter as well as playing basketball for the town.

### *Kenneth Hayden*

District Council



Ken Hayden is District Counsel of the Connecticut District Office of the U.S. Small Business Administration. As District Counsel, he heads the Legal Division and is the principal legal

advisor to District Office staff and the District Director and the principal contact in the office for SBA's lending partners and their counsel and SBA's customers and their counsel regarding the legal aspects of SBA programs and policies.

Ken joined SBA in 1982 as an attorney-advisor in the Disaster Loan Program when a disaster was declared in Connecticut as a result of widespread flooding in the state. He joined the Connecticut District Office as an attorney-advisor in 1983 and worked under District Counsel Gilbert Slivovitz from 1983 to 1987 and under District Counsel Harold Pitt from 1987 to 2001. He became District Counsel in 2001. Prior to joining SBA, Ken was an associate in the law firm of Doberman and Pollack in Hartford.

As successor to Harold Pitt as District Counsel, Ken has assumed all the responsibilities of the position, including the responsibility first attached to the job by Harold as office poet. As office poet, he has churned out rhymes that make up for in length what they may lack in quality, when staff members have retired and on other occasions. While Harold was known as the poet laureate of the office, Ken, who's a western history buff, prefers to think of himself as the "poet lariat".

Ken was raised in Alexandria, Virginia and is a graduate of American University and the University of Connecticut School of Law. He and his wife Diane have lived in Simsbury since 1978. They have two children, Kate and Rob. Kate was recently married and is a fourth grade teacher in Fletcher, N.C. Rob is a junior at Clemson University in Clemson, S.C., majoring in business.

**\*\*\* Stay Tuned! \*\*\***

**The SBA Corner Will Resume Shortly**

## Upcoming Events

**Oct 6** 2<sup>nd</sup> Annual SBA 504 Lenders and Brokers Forum  
Radisson Hotel  
Cromwell, CT  
For more information contact  
[Kellogg@commercialloanpartners.com](mailto:Kellogg@commercialloanpartners.com)

**Oct 14** Monthly 8(a); BD/SDB; and HUBZone Workshop 10:00a.m. – 11:00a.m.  
at 330 Main St. 2<sup>nd</sup> Floor, Hartford, CT  
For more information contact  
[kathleen.jennings@sba.gov](mailto:kathleen.jennings@sba.gov)

Check out our website for other ongoing seminars and workshops for small business [www.sba.gov/ct](http://www.sba.gov/ct)

## New Online Application for SBA's 8(a) Program Will Make It Easier And Less Costly for Companies to Get Certification

**Release Number:** 04-67  
September 10, 2004

The U.S. Small Business Administration today unveiled a new electronic online application that will make it easier, faster and less expensive for small companies to apply for 8(a) Business Development and Small Disadvantaged Business certification directly from SBA's Web site.

Announced today during a luncheon at Minority Enterprise Development (MED) Week by SBA Administrator Hector V. Barreto, the new automated application will substantially reduce the time and cost burdens imposed on small businesses applying for certification.

"The newly launched 8(a) on-line application will allow small businesses to apply for 8(a) and SDB certification directly from the SBA's Web site, and ensure more small businesses are able to successfully compete for federal contracting opportunities," Barreto said. "This user-friendly application represents another accomplishment of this Administration in developing e-Gov tools that make access to information less cumbersome for small business."

The SBA's 8(a) Business Development Program helps small businesses owned, controlled, and operated by socially and economically disadvantaged individuals by providing management, technical, financial and federal contracting assistance with the aim of helping these entrepreneurs create viable businesses. About 8,300 companies are presently certified in the 8(a) program. During FY 2003, \$9.56 billion in federal contracts were awarded to companies participating in the program.

The new automated application was developed by an 8(a) firm, Simplicity, Inc. in conjunction with the SBA's Office of Government Contracting and Business Development. It employs decision logic to screen applications allowing the SBA to review and process applications more efficiently and provide improved customer service. A demonstration of the application was given during the MED Week conference.

The application is 100 percent Web-based, allowing applicants to apply without downloading any software or plug-ins, replacing a four-page written application that required substantial supporting documentation. The online application incorporates features including context sensitive help, real-time validation, printer-ready versions and integrates with the Central Contractor Registry (CCR).

For more information, visit the SBA Web site at [www.sba.gov](http://www.sba.gov).

## Attention Clients of SBDCs, WBCs, and MBDCs... Information Technology Help Desk Offers Free Support

The University of Scranton recently launched a new program that can benefit small, minority-owned and woman-owned businesses, funded with the help of a Small Business Administration grant. It's called the eBusiness Support Center, and it features an Information Technology Help Desk. Clients of Small Business Development Centers, Women's Business Centers, and Minority Business Development Centers can receive free information technology consulting, on topics ranging from data and network security to Internet marketing methods. All that is needed is a referral from a counselor. For more information, visit the eBusiness Support Center Web site at [www.sbasupport.org](http://www.sbasupport.org) or call (570) 941-4123.

**CONNECTICUT DISTRICT OFFICE  
FY 2004 LOAN VOLUME BY LENDER  
AS OF 8/31/04**

Citizens Bank	314	\$13,421,300
Fleet National Bank	153	\$ 8,427,700
Webster Bank	81	\$12,549,100
Capital One, FSB	72	\$ 2,670,000
BankNorth, NA	53	\$ 6,552,000
Fairfield County Bank Corp.	37	\$ 3,564,500
CIT Small Business Lending Corp.	35	\$14,814,900
Peoples Bank	33	\$ 7,354,700
Cornerstone Business Credit, Inc.	32	\$ 9,202,000
Connecticut Community Investment Corp.	29	\$13,699,000
Sovereign Bank	27	\$ 2,502,500
Thomaston Savings Bank	27	\$ 2,425,300
Commercial Loan Partners, Inc.	24	\$11,853,000
JP Morgan Chase Bank	19	\$ 1,265,000
Hudson United Bank	15	\$ 2,381,500
Housatonic Industrial Development Corp.	14	\$ 5,865,000
The Bank of Southern Connecticut	11	\$ 4,052,000
NewMil Bank	11	\$ 2,081,100
Northwest Community Bank	11	\$ 1,412,500
UPS Capital Business Credit	10	\$ 6,015,000
First County Bank	10	\$ 2,430,750
NewAlliance Bank	10	\$ 2,280,000
Business Lenders, LLC	9	\$ 2,399,000
Wachovia Bank, NA	9	\$ 1,982,500
Union Savings Bank	9	\$ 827,000
Savings Bank of Danbury	9	\$ 564,500
The Washington Trust Company	8	\$ 1,337,000
Essex Savings Bank	8	\$ 878,000
Farmington Savings Bank	8	\$ 785,000
Unity Bank	7	\$ 3,275,000
The Simsbury Bank & Trust	7	\$ 1,055,000
Liberty Bank	7	\$ 167,500
Rockville Bank	6	\$ 935,000
Citibank, FSB	6	\$ 285,000
Business Loan Express	5	\$ 4,148,000
The Apple Valley Bank & Trust	5	\$ 1,992,000
Valley National Bank	5	\$ 1,315,000
Independence Bank	4	\$ 2,055,000
Connecticut Business Development Corp.	4	\$ 1,784,000
Commerce Bank	4	\$ 1,488,000
Newtown Savings Bank	4	\$ 1,205,000
The Bank of Western Massachusetts	4	\$ 179,000
HSBC Bank USA, NA	3	\$ 200,000
Prime Bank	2	\$ 730,000
GE Capital Small Business Finance Corp.	2	\$ 715,000
Temecula Valley Bank, NA	2	\$ 513,600
The National Bank of Litchfield	2	\$ 352,000
Castle Bank & Trust Company	2	\$ 185,000
Home Loan and Investment Bank	1	\$ 2,000,000
Connecticut Bank & Trust	1	\$ 1,125,000
Broadway National Bank	1	\$ 750,000

The First National Bank of Suffield	1	\$ 625,000
Comerica Bank – Texas	1	\$ 542,000
Enfield Federal Savings & Loan Association	1	\$ 517,000
Small Business Loan Source, Inc.	1	\$ 486,000
The Canaan National Bank	1	\$ 422,000
Naugatuck Savings Bank	1	\$ 370,000
New England Certified Dev. Corp.	1	\$ 384,000
Valley Bank	1	\$ 200,000
First City Bank	1	\$ 180,000
Salisbury Bank & Trust Company	1	\$ 150,000
Sterns Bank National Association	1	\$ 150,000
The Community's Bank	1	\$ 150,000
Westbank	1	\$ 150,000
Chelsea Groton Savings Bank	1	\$ 100,000
Connecticut River Community Bank	1	\$ 100,000
Warwick Savings Bank	1	\$ 50,000
<b>TOTAL</b>	<b>1,188</b>	<b>\$176,621,950</b>

The following list represents lenders providing first position financing in participation with 504 projects, with the 504 debentures included in the above list under the CDCs.

<b>504 Loans</b>		<b>SBA Portion</b>	<b>Total Project</b>
Webster Bank	10	\$ 2,348,000	\$ 6,067,500
CIT Small Business Lending Corp.	6	\$ 4,060,000	\$10,436,830
Fleet Bank	5	\$ 3,370,000	\$10,382,000
Union Savings Bank	4	\$ 801,000	\$ 1,931,300
Thomaston Savings Bank	3	\$ 2,061,000	\$ 5,812,000
NewMil Bank	3	\$ 1,714,000	\$ 4,505,000
Fairfield County Bank Corp.	3	\$ 1,579,400	\$ 3,867,000
Rockville Bank	3	\$ 1,404,000	\$ 3,415,500
Bank of Southern Connecticut	3	\$ 507,000	\$ 1,214,500
Naugatuck Savings Bank	2	\$ 1,094,000	\$ 4,247,050
Peoples Bank	2	\$ 1,229,000	\$ 4,211,000
Bank of Western Massachusetts	2	\$ 1,097,000	\$ 3,036,000
Liberty Bank	2	\$ 864,000	\$ 2,118,000
Citizens Bank	2	\$ 698,000	\$ 1,826,400
Savings Bank of Manchester	2	\$ 509,000	\$ 1,293,900
BBT (Vine St. Financial)	1	\$ 1,300,000	\$ 6,551,000
Temecula Valley Bank	1	\$ 1,207,000	\$ 5,344,800
Zions Bank	1	\$ 841,000	\$ 2,040,000
Hampden Savings Bank	1	\$ 695,000	\$ 2,036,000
GE Capital Corp.	1	\$ 778,000	\$ 1,907,000
Hudson United Bank	1	\$ 757,000	\$ 1,834,100
NCB, FSB	1	\$ 377,000	\$ 909,200
Business Loan Express	1	\$ 346,000	\$ 835,000
Dime Savings Bank of Norwich	1	\$ 242,000	\$ 775,300
First National Bank of Litchfield	1	\$ 313,000	\$ 754,000
Newtown Savings Bank	1	\$ 311,000	\$ 750,000
Enfield Federal Savings Bank	1	\$ 295,000	\$ 710,000
Essex Savings Bank	1	\$ 258,000	\$ 620,000
Jewett City Savings Bank	1	\$ 202,000	\$ 552,600
First City Bank	1	\$ 208,000	\$ 508,000
Cornerstone Business Credit, Inc.	1	\$ 203,000	\$ 488,000
Northshore Bank	1	\$ 195,000	\$ 475,800
Simsbury Bank	1	\$ 151,000	\$ 360,000
National Cooperative Bank	1	\$ 137,000	\$ 325,000
Bank North	1	\$ 110,000	\$ 260,000
<b>TOTAL</b>	<b>72</b>	<b>\$32,261,400</b>	<b>\$92,399,780</b>



# SBA Success Story

## **AI Engineers Inc.** **Abul A. Islam**

Mr. Islam started his company in his basement in September of 1991. He used his Masters Degree in Structural/Civil Engineering and his Professional Engineers license for 10 years working for others. While those years provided him with exceptional experience, they did not provide the level of satisfaction Mr. Islam was looking for.

"I've always wanted to run projects and resources successfully, in my style," states Mr. Islam. So with his education, experience and expertise as a licensed professional engineer, he started his own firm in 1991 from his Cromwell, Connecticut basement.

For the first 16 months the business struggled from the basement, but in January 1993 a sub-consultant project on emergency bridge rehabilitation kicked off what has been a long, strong relationship with the Connecticut Department of Transportation (CONNDOT) and their DBE program (disadvantaged business enterprise). In April of that year the business was able to move to a commercial business office complex in Middletown.

AI Engineers, Inc. later entered the U.S. Small Business Administration's 8(a) business development program and was certified by the SBA as a SDB (small disadvantaged business). The 8(a) program is a nine-year developmental program, and AI Engineers is approaching the end of its seventh successful year.

The firm's tremendous success is apparent by its growth from the basement to 52 employees, including 10 licensed professional engineers and a licensed surveyor. Additionally, it now operates from its 16,000 square-foot corporate facility in Middletown and has completed over 160 projects in relevant engineering, architectural disciplines as a prime or

sub-consultant. While still a DBE and 8(a) company, AI Engineers has successfully competed with larger, older, established firms.

Clients served to date include Connecticut Department of Transportation, Massachusetts Highway Department, New York State Department of transportation, Rhode Island Department of Transportation, Port Authority of New York and New Jersey, and the Veterans Administration. One of the current projects is the design and construction of 43,000 square feet of class A office space at the VA Medical Center in Newington.



Now and into the future, AI Engineers is looking to develop strategic partnerships and alliances with other firms, including medium and large general contracting firms for design-build projects. To remain competitive and to ensure top quality excellence, as well as to address the increasing sensitivity to total project costs, AI Engineers provides on-going training in

all technical disciplines, and uses sound and effective staff management at every level to retain top talent.

"Each day we are learning to be creative, but functional and yet make do with less. For us, thinking outside the box is simply a matter of necessity," Islam summarizes. And it pays off, as this company retains and expands a stream of very satisfied customers and strong partnerships.

AI Engineers, Inc.  
919 Middle Street  
Middletown, CT 06457  
(860) 635-7740  
(860) 635-7312 fax  
[www.aiengineers.com](http://www.aiengineers.com)

# SPOTLIGHT ON!

*We are saddened by the loss of our friend and co-worker Susan Bruso.*

*Susan managed to maintain the same dignity, kindness and grace throughout her illness and never complained. She serves as an example of courage and the endurance of the human spirit. She was a joy to work with. Her soft-spoken ways and unlimited patience will be sorely missed, and her spirit will always be a part of us.*



She worked for the federal government as a computer specialist since 1974. She was involved in the community of Norfolk, where she was girl's youth coach for basketball and softball, and was Girl Scout Leader of Troop 127. She was also a committee member of Boy Scout Troop 33.

## Connecticut

*Remembering Susan A. Bruso  
Jan. 2, 1955 – Sept. 10, 2004*

**Computer specialist, girls coach**  
Susan A. Bruso 49, passed away Friday, Sept. 10 at her mother's home in East Hampton, Mass.

Ms. Bruso was born on Jan. 2, 1955, in Greenfield, Mass., She earned her bachelor's degree in computer science from the University of Arizona, and was an Army veteran, stationed at Fort Huachuca, Ariz.

### Small Business Week 2005!

The time is quickly approaching where we will once again call on your assistance in seeking nominees for Small Business Week 2005.

Thus far, the only changes we have knowledge of are a newly named award category, Family-Owned Business which will be given in honor of Jeffrey Butland. And the elimination of the Entrepreneurial Success category. We are looking for nominations in the same categories as last years which are as follows:

Small Business Person of the Year	Small Business Exporter Champion
SBA Young Entrepreneur	Veteran Small Business Champion
Minority Small Business Person	Women in Business Champion
Small Business Journalist Champion	Home-based Business Champion
Financial Services Champion	

We will alert you as soon as the nomination guidelines are available. For questions contact [Greta.Johansson@sba.gov](mailto:Greta.Johansson@sba.gov) or [Debra.Dillon@sba.gov](mailto:Debra.Dillon@sba.gov).

## More



SBA en Español [www.sba.gov/espanol/](http://www.sba.gov/espanol/)

Hartford Economic Development Commission [www.hartforddecodev.com](http://www.hartforddecodev.com)

Federal Information and services to business [www.business.gov](http://www.business.gov)

Hartford SBA OWBO-CT Entrepreneurial Center [www.hartford.edu/sbaowbo](http://www.hartford.edu/sbaowbo) or [www.entrepreneurialctr.org](http://www.entrepreneurialctr.org)

#### \*WBDC New Address\*

Stamford Government Center  
888 Washington Blvd. Rm. 10-30  
Stamford, CT 06904